



CHERIE  
BERGER  
TEAM

March 2022

# Green Brook Market Insights

GREEN BROOK  
MARKET INSIGHTS

## Market Profile & Trends Overview

The table belows shows data & statistics for March 2022 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

		CM	LM	L3M	PYM	LY	PY	YTD	PYTD
Inventory	# OF PROPERTIES	13	-13%	11%	-24%	-25%	-52%	-	-
	MEDIAN PRICE	\$695,000	-10%	7%	18%	17%	33%	-	-
	AVERAGE PRICE	\$735,531	-21%	-4%	15%	6%	19%	-	-
	PRICE PER SQFT	\$280	7%	13%	3%	11%	17%	-	-
	MONTHS OF SUPPLY	2.2	-42%	-3%	2%	-57%	-39%	-	-
New Listings	# OF PROPERTIES	11	-8%	43%	-39%	-1%	-17%	29	-12.1%
	MEDIAN PRICE	\$535,000	-43%	-25%	-9%	6%	19%	\$535,000	33.8%
	AVERAGE PRICE	\$674,354	-33%	-4%	7%	11%	23%	\$760,921	51.4%
	PRICE PER SQFT	\$336	20%	93%	28%	46%	79%	\$302	33.0%
Sales	# OF PROPERTIES	6	50%	0%	-25%	-38%	-32%	18	12.5%
	MEDIAN PRICE	\$394,500	-11%	-17%	7%	-25%	-10%	\$442,500	22.9%
	AVERAGE PRICE	\$501,917	-18%	-17%	22%	-15%	5%	\$599,333	47.2%
	PRICE PER SQFT	\$218	-9%	-9%	4%	-12%	9%	\$240	23.7%
	SALE-TO-LIST RATIO	98.8%	-0.4%	0%	-2.7%	-1.2%	2.2%	98.6%	2.9%

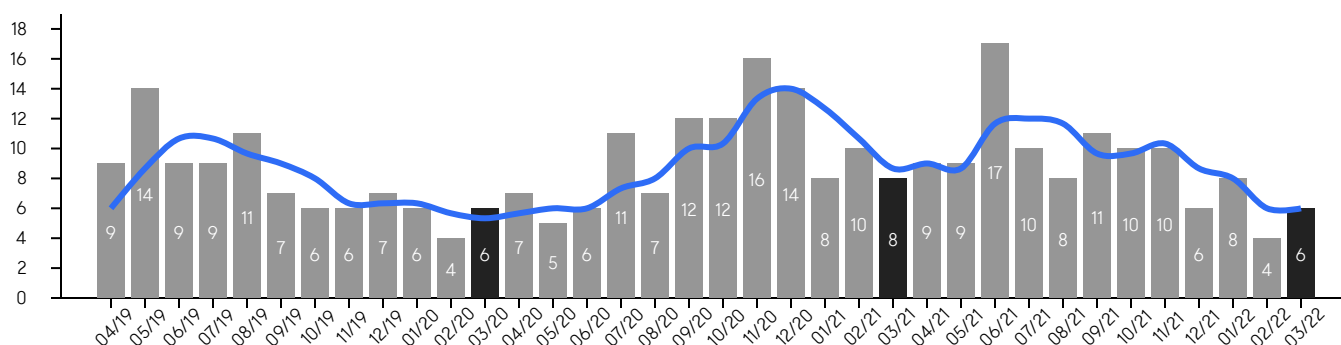
# Green Brook

MARCH 2022

## Property Sales

There were 6 sales in March 2022, a change of -25% from 8 in March 2021 and 50% from the 4 sales last month. Compared to March 2020 and 2021, sales were at a similar level. There have been 18 year-to-date (YTD) sales, which is 12.5% higher than last year's year-to-date sales of 16.

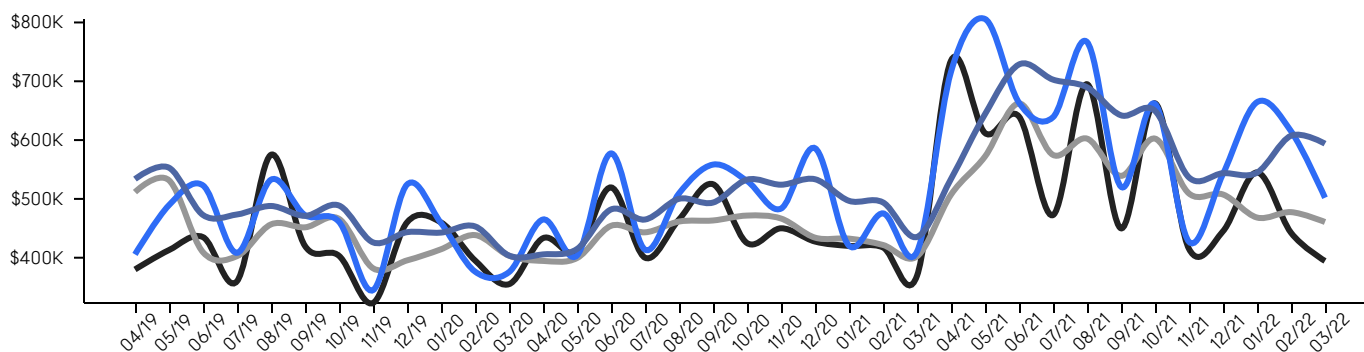
■ 3-Month Average



## Property Prices

The median sales price in March 2022 was \$394,500, a change of 7% from \$369,250 in March 2021, and a change of -11% from \$442,500 last month. The average sales price in March 2022 was \$501,917, a change of 22% from in March 2021, and a change of -18% from last month, and was at its highest level compared to 2021 and 2020.

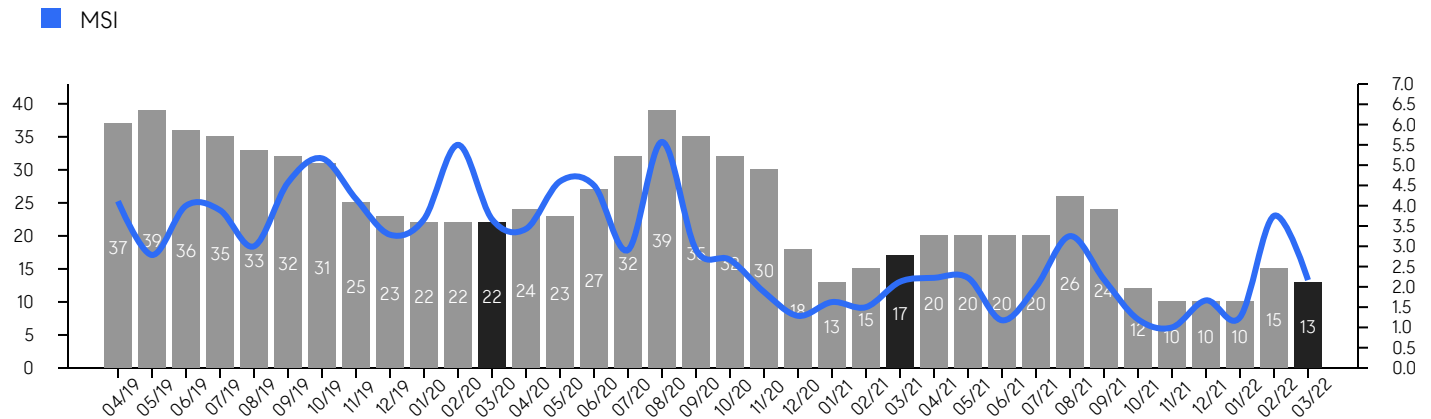
■ Median    ■ Median (3-Month)    ■ Average    ■ Average (3-Month)



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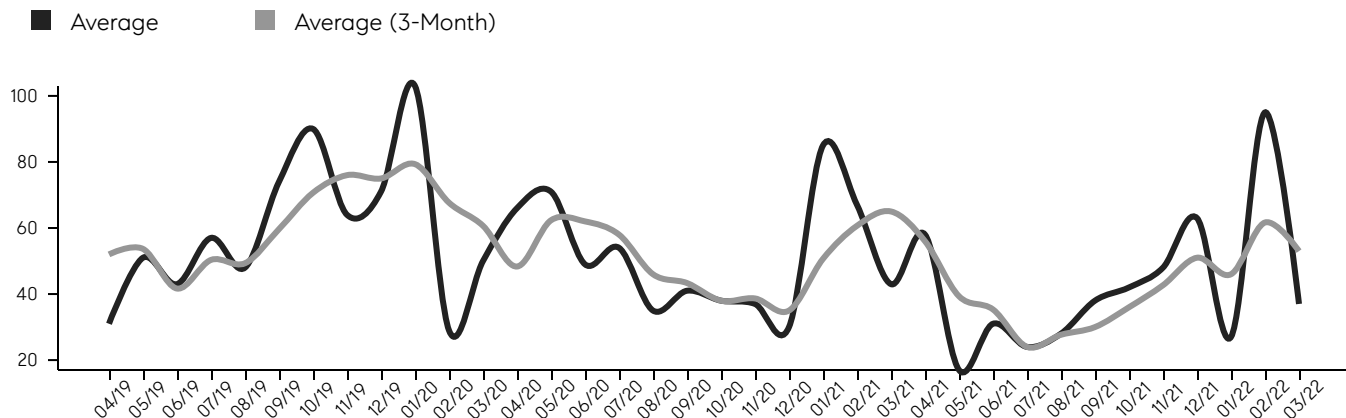
## Inventory & MSI

The total inventory of properties available for sale as of March 2022 was 13, a difference of -13% from last month, and -24% from 17 in March 2021, and was at its lowest level compared to 2021 and 2020. The months of supply inventory (MSI) was at 2.2 months, a similar level compared to 2021 and 2020. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



## Market Time

The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for March 2022 was 37, a change of -61% from 95 days last month, and -14% from 43 days in March 2021, and was at its lowest level compared to 2021 and 2020.



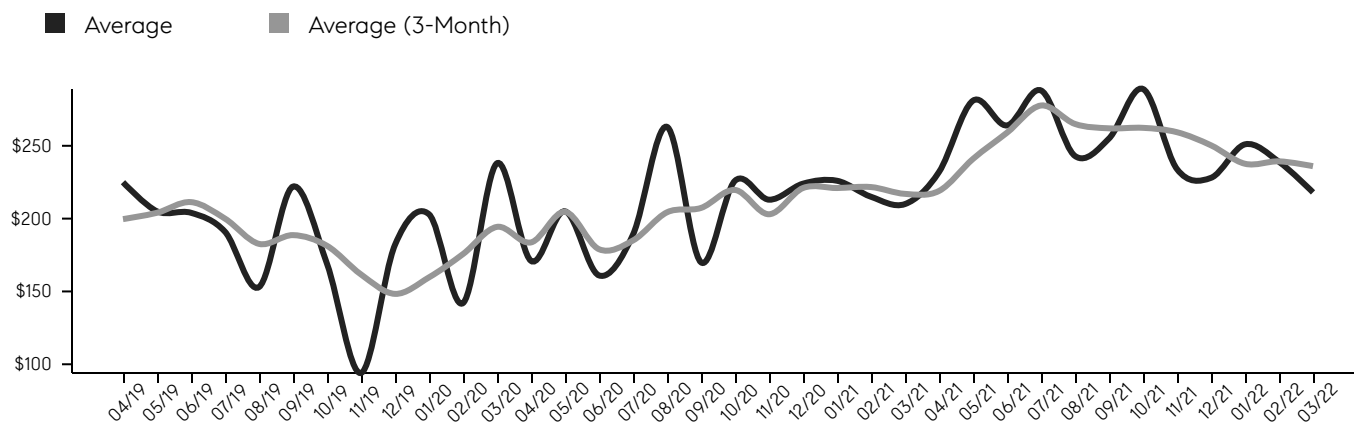
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# Green Brook

MARCH 2022

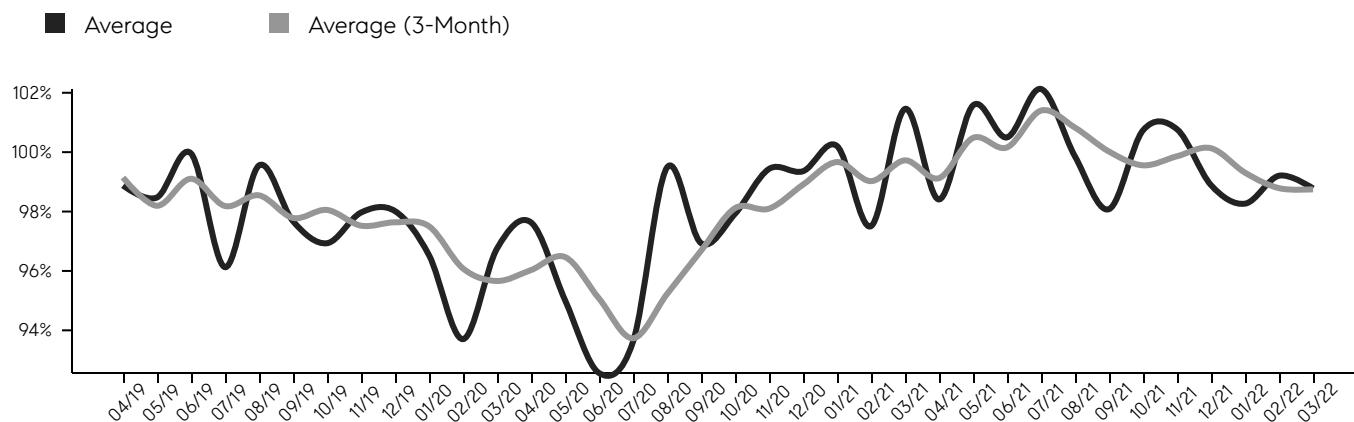
## Selling Price Per Square Foot

The selling price per square foot (PPSF) is a great indicator for the direction of property values. Since median & average sales prices can be impacted by the "mix" of high or low end properties in the market, the selling price per square foot is a more normalized indicator on the direction of property values.



## Selling Price vs. Listing Price

The selling price vs. listing price reveals the average amount that sellers are agreeing to come down from their list price. The lower the ratio is below 100%, the more of a buyer's market exists, while a ratio at or above 100% indicates more of a seller's market. The March 2022 selling price vs. listing price ratio was 98.8%, compared to 99.2% last month, and 101.5% in March 2021.



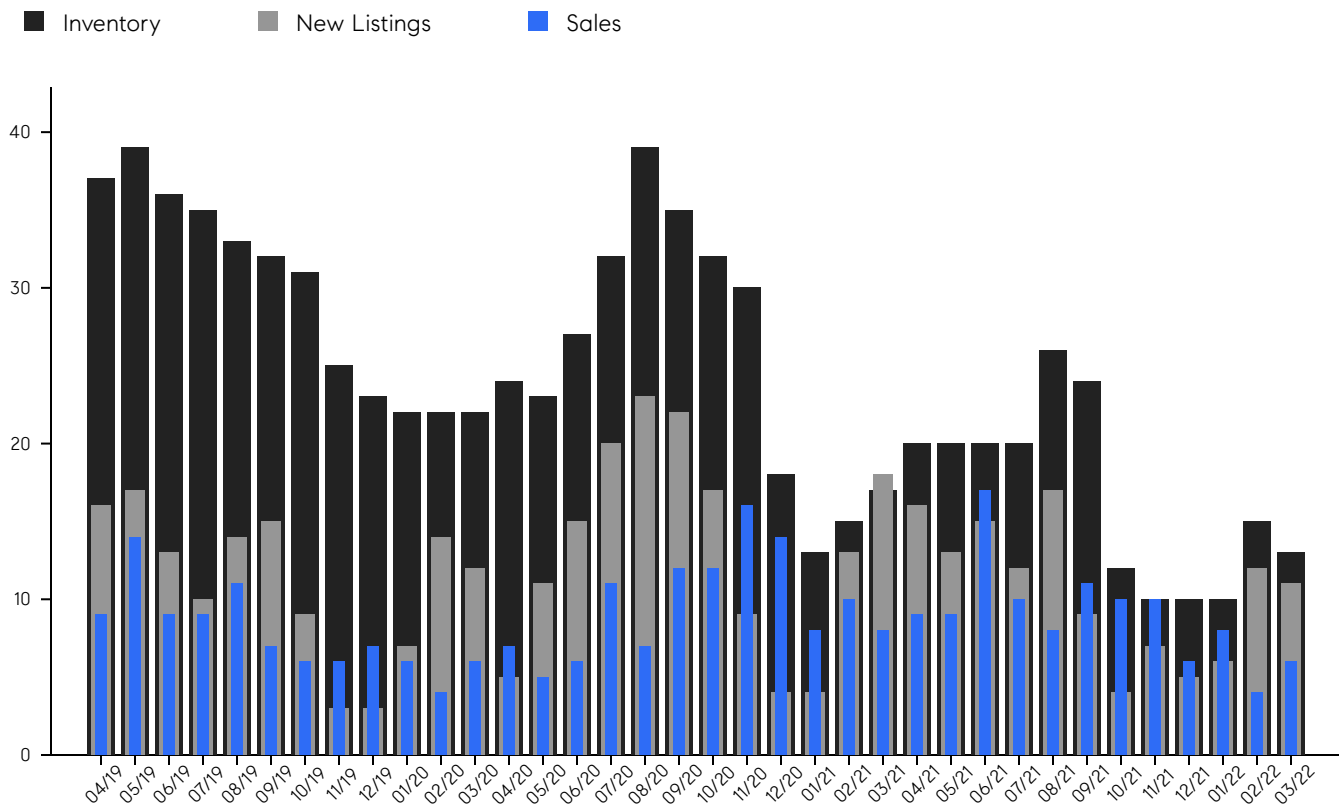
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MARCH 2022

## Inventory, New Listings & Sales

This last view of the market combines monthly inventory of properties for sale along with new listings and sales. The graph shows the basic annual seasonality of the market, as well as the relationship between these items. The number of new listings in March 2022 was 11, a change of -8% from 12 last month and -39% from 18 in March 2021.



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MARCH 2022



MONTH	# OF SALES	3-MO AVG	MEDIAN SALE PRICE	3-MO AVG	AVERAGE SALE PRICE	3-MO AVG	DAYS ON MARKET	3-MO AVG	AVERAGE PPSF	3-MO AVG	SALE /LIST	3-MO AVG	INV	NEW LISTINGS	MSI
Mar '22	6	6	\$394K	\$461K	\$501K	\$594K	37	53	\$218	\$236	98.8%	98.7%	13	11	2.2
Feb '22	4	6	\$442K	\$478K	\$615K	\$607K	95	62	\$239	\$239	99.2%	98.8%	15	12	3.8
Jan '22	8	8	\$545K	\$468K	\$664K	\$545K	27	46	\$251	\$238	98.3%	99.3%	10	6	1.3
Dec '21	6	9	\$445K	\$508K	\$542K	\$544K	63	51	\$228	\$250	98.9%	100.1%	10	5	1.7
Nov '21	10	10	\$415K	\$509K	\$427K	\$536K	48	43	\$234	\$259	100.8%	99.9%	10	7	1.0
Oct '21	10	10	\$662K	\$603K	\$661K	\$650K	42	36	\$289	\$262	100.7%	99.6%	12	4	1.2
Sep '21	11	10	\$450K	\$539K	\$520K	\$642K	38	30	\$255	\$262	98.1%	100.0%	24	9	2.2
Aug '21	8	12	\$695K	\$603K	\$766K	\$690K	28	28	\$243	\$265	99.9%	100.8%	26	17	3.3
Jul '21	10	12	\$472K	\$575K	\$638K	\$703K	24	24	\$288	\$278	102.1%	101.4%	20	12	2.0
Jun '21	17	12	\$640K	\$662K	\$663K	\$729K	31	35	\$264	\$259	100.5%	100.2%	20	15	1.2
May '21	9	9	\$612K	\$572K	\$805K	\$644K	17	39	\$281	\$241	101.6%	100.5%	20	13	2.2
Apr '21	9	9	\$735K	\$507K	\$716K	\$534K	58	56	\$232	\$219	98.4%	99.1%	20	16	2.2
Mar '21	8	9	\$369K	\$402K	\$410K	\$435K	43	65	\$210	\$217	101.5%	99.7%	17	18	2.1
Feb '21	10	11	\$417K	\$422K	\$475K	\$494K	67	61	\$215	\$222	97.5%	99.0%	15	13	1.5
Jan '21	8	13	\$420K	\$433K	\$420K	\$497K	85	51	\$226	\$221	100.2%	99.7%	13	4	1.6
Dec '20	14	14	\$427K	\$434K	\$586K	\$533K	30	35	\$224	\$221	99.4%	98.9%	18	4	1.3
Nov '20	16	13	\$450K	\$467K	\$483K	\$524K	37	39	\$213	\$203	99.4%	98.1%	30	9	1.9
Oct '20	12	10	\$425K	\$472K	\$530K	\$533K	38	38	\$226	\$220	97.9%	98.1%	32	17	2.7
Sep '20	12	10	\$524K	\$463K	\$558K	\$494K	41	43	\$170	\$207	96.9%	96.7%	35	22	2.9
Aug '20	7	8	\$465K	\$462K	\$509K	\$500K	35	46	\$263	\$204	99.5%	95.2%	39	23	5.6
Jul '20	11	7	\$400K	\$443K	\$413K	\$465K	54	58	\$189	\$185	93.6%	93.7%	32	20	2.9
Jun '20	6	6	\$519K	\$454K	\$577K	\$482K	49	62	\$161	\$179	92.6%	95.1%	27	15	4.5
May '20	5	6	\$410K	\$399K	\$403K	\$415K	71	62	\$205	\$205	95.0%	96.5%	23	11	4.6
Apr '20	7	6	\$433K	\$395K	\$464K	\$406K	66	48	\$171	\$184	97.6%	96.0%	24	5	3.4
Mar '20	6	5	\$355K	\$403K	\$375K	\$404K	50	61	\$238	\$194	96.8%	95.7%	22	12	3.7
Feb '20	4	6	\$395K	\$438K	\$376K	\$453K	29	68	\$142	\$176	93.7%	96.1%	22	14	5.5
Jan '20	6	6	\$460K	\$414K	\$459K	\$443K	103	79	\$203	\$160	96.5%	97.5%	22	7	3.7
Dec '19	7	6	\$460K	\$395K	\$524K	\$443K	71	75	\$182	\$148	98.0%	97.6%	23	3	3.3
Nov '19	6	6	\$323K	\$382K	\$344K	\$426K	64	76	\$94	\$162	98.0%	97.5%	25	3	4.2
Oct '19	6	8	\$403K	\$466K	\$461K	\$489K	90	71	\$169	\$181	96.9%	98.1%	31	9	5.2
Sep '19	7	9	\$420K	\$452K	\$472K	\$471K	74	60	\$222	\$189	97.7%	97.8%	32	15	4.6
Aug '19	11	10	\$575K	\$457K	\$532K	\$488K	48	49	\$153	\$183	99.6%	98.5%	33	14	3.0
Jul '19	9	11	\$360K	\$403K	\$408K	\$474K	57	50	\$191	\$200	96.1%	98.2%	35	10	3.9
Jun '19	9	11	\$435K	\$409K	\$522K	\$473K	43	42	\$204	\$211	100.0%	99.1%	36	13	4.0
May '19	14	9	\$413K	\$532K	\$489K	\$553K	51	54	\$205	\$204	98.5%	98.2%	39	17	2.8
Apr '19	9	6	\$380K	\$512K	\$405K	\$534K	31	52	\$225	\$200	98.9%	99.1%	37	16	4.1
Mar '19	3	5	\$802K	\$600K	\$764K	\$580K	79	85	\$182	\$186	97.2%	97.6%	39	21	13.0

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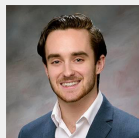
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